

Addendum to FSC-111-B		9/23/97	
SUBJECT: Forsyth/BEST VALUE/MONARCH Presentation			
DISTRIBUTION:			
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	<input checked="" type="checkbox"/> DM	
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input checked="" type="checkbox"/> RM	
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	_____ Sales Rep	
<input checked="" type="checkbox"/> ROM		_____ Retail Rep	

Objective: Explain and describe the various programs regarding Forsyth and BEST VALUE/MONARCH.

Purpose: Use as a reference guide or a training tool for all managers and sales reps.

Attached is a revised Forsyth/BEST VALUE/MONARCH presentation reflecting pricing changes on pages 6-9. This packet should replace the one you received on 7/8/97.

The attached presentation is again sent as a word document so that further revisions may be made as changes occur either to price or structure of the various programs.

Program Contact: Mike Moore, extension #2858

R. J. REYNOLDS TOBACCO COMPANY

Sales		Retail	
1221 _____		1222 _____	
1222 _____		1223 _____	
1223 _____		1228 _____	
1224 _____		1229 _____	
1225 _____		ROM	
1226 _____		PC	SC
1229 _____		MC	PA
1240 _____			
1244 _____	RSM	RBM	

(Handwritten initials "JG" in a circle next to the ROM entry)

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